RJ REYNOLDS

TOBACCO COMPANY

COPY

S. R. MacLEOD
Region Operations Mgr

150 Lawrence Bell Drive
Suite #108
Williamsville, NY 14221
(716) 634-9232
Fax (716) 634-3145

July 29, 1997

RJR Account #462720
Mr. J. LaFlamme
N.H. TOBACCO

DORAL BUY ONE CARTON GET 5 PACKS FREE / PROMOTION #701646

Dear Jeff:

DORAL **pre-sleeved gratis** product (6M), along with *Doral* Live product, has been ordered (see quantities listed below) to ship this promotion to participating retail accounts on the attached Customer List. *R. J. Reynolds'* sales personnel will assemble offers at store level.

DORAL*GRATIS* BRAND STYLE	GRATIS UPC Code	#/ (6M) Gratis Cases	DORAL LIVE BRAND STYLE	LIVE UPC Code	#/ (12M) Live Cases
Light 100	12300-21775	6	*Light 100*	12300-15212	6
FF 100	12300-21776	3	*FF 100*	12300-15312	3
Men Lt 100	12300-21858	3	*Men Lt 100*	12300-15812	3
Ult Lt 100	12300-21860	3	*Ult Lt 100*	12300-16712	3

PO #081997

Product / Premium Arrival: **August 19, 1997**

Ship Date to Retail: **Week of: August 25, 1997**

EFT $ Amount: **$8,378.15**

Non-EFT $ Amount: **$N/A**

A list of accounts authorized to receive product distribution is attached. RJR will reimburse you $9.00 per **live 12M** case for all product packed and shipped to retail on a timely basis. This equates to **$135.00 (15 (12M) case(s) @ $9.00)**. Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell
Promotional Coordinator / 1610
/jc
cc: H. Battle
Enclosure: Customer List

Note to RJR Manager:
Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

DORB1CG5.DOC

51844 9347

51844 9348

PROMOTION #701646: DORAL BUY 1 CARTON GET 5 PACKS FREE

PRODUCT ARRIVAL DATE: 8/19/97

SHIP NUMBER OF CARTONS AS INDICATED [LIVE (12M) PRODUCT AND GRATIS (6M) PRODUCT] TO STORES LISTED.

**** R.J. REYNOLDS SALES PERSONNEL WILL ASSEMBLE AT STORE LEVEL.**

SR TERR	SIS #	FULL NAME	ADDRESS	CITY	STATE	#LIVE CARTONS [illegible] 100	FF 100	LT MEN 100	[illegible] 100	#GRATIS CARTONS [illegible] 100	[illegible] 100	[illegible] 100	[illegible] 100	#LIVE CARTONS TO BILL EACH RETAIL ACCOUNT	DIRECT ACCOUNT
163802	103186	STATE LINE VARIETY	RT 31 & 124	GREENVILLE	NH	60	30	30	30	30	15	15	15	150	N H TOBACCO
163802	559739	HARDSCRABBLE VAR.	880 VALLEY RD	GREENVILLE	NH	60	30	30	30	30	15	15	15	150	N H TOBACCO
163805	346403	POST TIME	375 S BROADWAY	SALEM	NH	60	30	30	30	30	15	15	15	150	N H TOBACCO
163805	103073	RAYS STATELINE MKT	4 MAMMOTH RD	PELHAM	NH	60	30	30	30	30	15	15	15	150	N H TOBACCO
163805	611422	FIRST CHANCE	DBA PELHAM MOBIL	PELHAM	NH	60	30	30	30	30	15	15	15	150	N H TOBACCO
163807	572626	AYOTTES STATELINE	100 RIVER RD	HUDSON	NH	60	30	30	30	30	15	15	15	150	N H TOBACCO
				TOTAL CARTONS		360	180	180	180	180	90	90	90		N H TOBACCO Count
				TOTAL CASES		6	3	3	3	6	3	3	3		

7/29/97CTNDORL.XLS

GHCP18RN1610XX TEMPORARY PAYMENT DETAIL REPORT 09/25/97

ACCOUNT NUMBER: 462720
VOUCHER NUMBER: 15371531
DATE WRITTEN: 09/25/97
STATUS: PAID
AMOUNT PAID: 135.00

N H TOBACO CORP
130 NORTHEASTERN BLV
NASHUA , NH 3062

SEND CHECK TO: ROU

DESCRIPTION	UNITS	AMOUNT
'97 VAP SHIPPING	15.00	135.00

EXPLANATION: DORAL 5 PK CTN PROMO 701646 - HB

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